

Microsoft License Proposal for FNAL

CD 2003

Issues

- Pricing structure change
 - Previous pricing structure no longer available to FNAL
 - Need for sitewide cost effective solution
- Existing pc license information hard to track
 - Need an efficient tracking process that will reduce administrative overhead

Background

- CD and Procurement discussed best pricing structure for lab with Microsoft.
- CD met with Division/Section Windows Administrators
 - Explained pricing options
 - Asked for system and software inventory

Pricing

- Academic Pricing option no longer available to FNAL
- Viable Options
 - General Services Administration (GSA)
 - Enterprise Agreement (EA)

GSA vs EA

- Pricing
 - GSA (more \$ than Academic)
 - EA (less \$ than GSA but still more than Academic)
- 3 year contract required
 - GSA: one time payment for three years
 - Additional systems will require new agreement in addition to existing agreement - possibly at higher cost.
 - EA: payment spread across three years
 - Additional systems added at the end of the year for established cost- 'True Up'

GSA vs EA

- License Tracking
 - GSA: Each Division/Section can maintain separate contract and license renewal
 - EA: Site wide agreement. Licenses expire at same time and are shared from a central repository.
- Software maintenance
 - GSA: Ability to upgrade to current version of software under contract
 - EA: Ability to upgrade to current version of software under contract

GSA vs EA

- Transfer of Application Licenses
 - GSA: Application licenses cannot be transferred to new system
 - EA: Application licenses can be transferred to new system
- New Application Licenses
 - GSA: If the present number of application licenses is exceeded, new copies must be purchased before software can be installed on systems.
 - EA: If the present number of application licenses is exceeded, existing media can be used to install software. New numbers provided to Microsoft at end of year.

GSA vs EA

■ Secondary Use

- GSA: Application license must be purchased for each system
- EA: Share same application license on work pc as well as portable/home pc (work-related)

■ OEM Application Support

- GSA: Applications must be purchased through GSA contract
- EA: Applications must be purchased through EA contract

Bottom Line: Buy computers with OS only- NO applications

GSA vs EA

■ Off-The-Shelf (OTS) Software

- GSA: OTS Microsoft software can be purchased and installed on a system covered by the GSA agreement but the OTS software is not supported.
- EA: OTS Microsoft software can be purchased and installed on a system covered by the EA agreement but the OTS software is not supported.

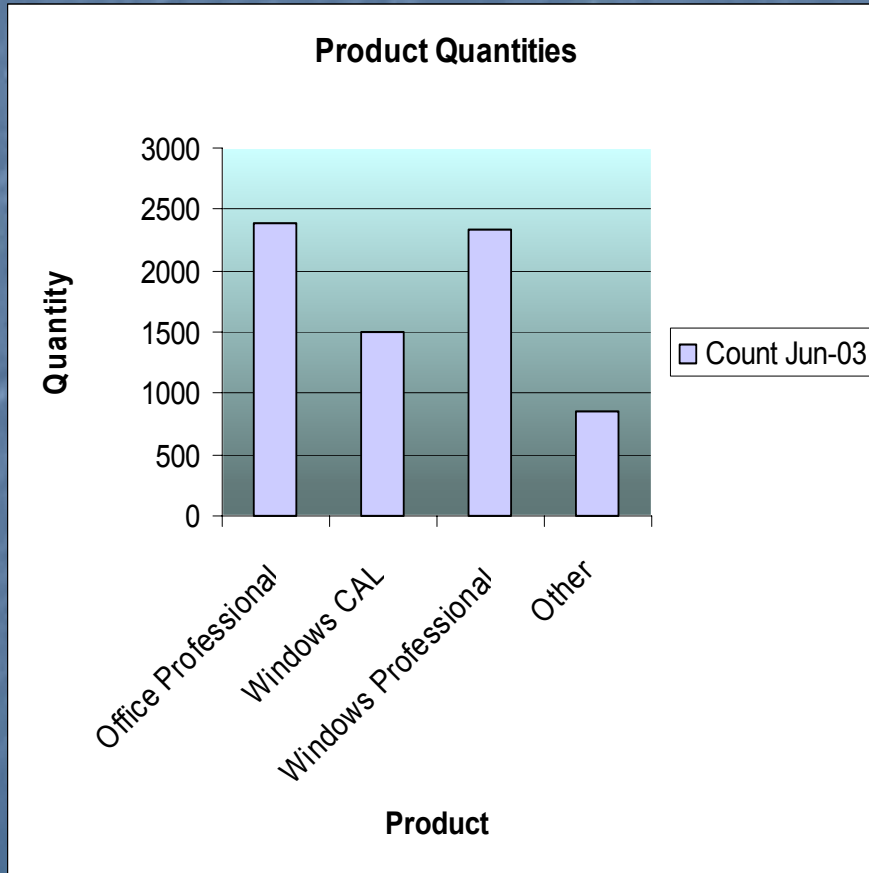
■ Source Code

- GSA: No source code is provided.
- EA: A read-only copy of the OS source code is available. Microsoft reserves the right to limit what is viewable.

Show Me the Money!



Division Survey Results



- There are ~7000 PC Licenses that require maintenance coverage.
- This number is based on the inventories conducted by each division.

License Count by Division

<i>Product</i>	<i>Office Professional</i>	<i>Windows Professional</i>	<i>Other</i>	<i>Windows CAL</i>	<i>Total # of Licences</i>
<i>Beams</i>	636	650	70		1356
<i>BSS</i>	170	172	314		656
<i>CD</i>	421	423	240	1500	2584
<i>CDF</i>	136	136	1		273
<i>D0</i>	150	101	18		269
<i>DIR</i>	50	50	16		116
<i>EDU & LSS</i>	117	111	57		285
<i>ES&H</i>	91	91	3		185
<i>FESS</i>	180	180	55		415
<i>PPD</i>	213	213	0		426
<i>TD</i>	225	200	72		497

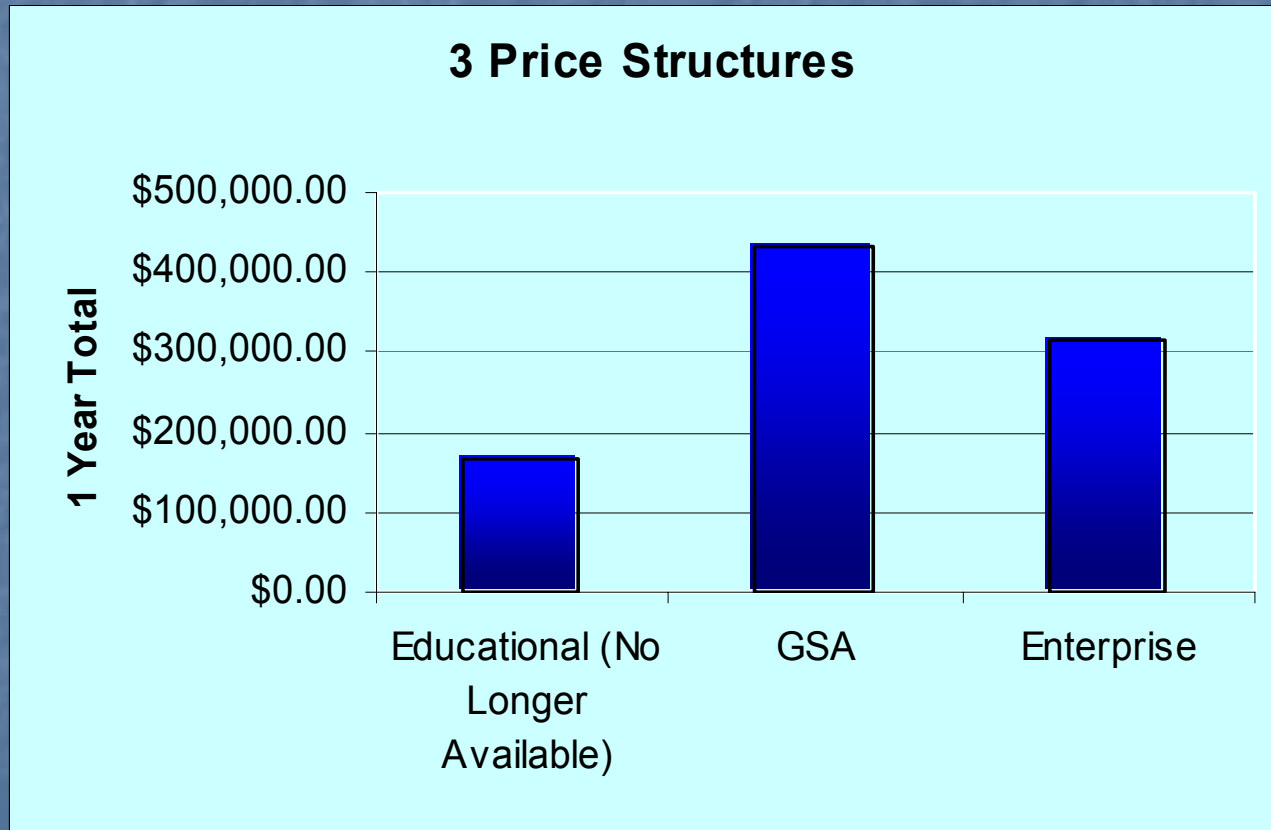
Price Comparison

- Using the quantities received from each division and using current prices:
 - Academic: ~\$165k per year
 - GSA ~\$433k per year
 - EA: ~\$340k per year

EA Pricing

- Estimate based on initial discussions with Microsoft. For a 3 year term we would yield a savings of ~\$279k over GSA pricing.
- The final \$ total is dependent on a revised quote from Value Added Resellers (VARs) using the new quantities.

Price Comparison



Annual Costs Per Product

Product	Educational	GSA
	per year	per year
	each product	each product
Advanced Server	215.00	458.33
Front Page	15.00	26.00
MS Office X for Mac	18.00	87.67
Office Professional	28.50	103.67
Project Professional	18.50	183.00
Server	44.50	188.00
SQL CAL	11.50	28.67
SQL Server	107.00	130.67
Sys Mgmt Server	70.00	88.33
Sys Mgmt Server CAL	6.00	8.00
Terminal Server CAL	13.50	15.67
Visio Enterprise	33.50	0.00
Visio Professional	14.00	91.67
Visio Standard	7.00	36.67
Visual C++	*	*
Visual Fox Pro	*	*
Visual Studio	33.50	*
Windows CAL	2.50	6.00
Windows Professional	31.50	42.33
	\$669.50	\$1,494.68
* No cost provided.		

Keeping Track



License Tracking

- Two tools exist for the Windows Administrator:
 - Microsoft Software Analyzer Tool (MSAT)
 - Free
 - Fermi W2K Domain Configurable
 - EquipDB
 - CD supported database for registered hardware and software (used for Sun and SGI). Tied to the Registered sysadmins database.
 - Propagate automatically with MSAT information quarterly

Summary

- Enter into Enterprise Agreement with Microsoft in FY04
 - CD will coordinate sitewide purchase with chargebacks to divisions and sections
- Do not buy new systems preconfigured with Microsoft Applications
- Propagate EQUIPDB with PC hardware/software information

FAQs

- When do we have to make a decision?
 - We need to build the cost into FY2004 budgets.
- How will the purchase be done?
 - CD will make a bulk purchase with chargebacks.
- How does the VAR order work?
 - Microsoft provides us with a list of VARs. Procurement puts our request out for bid with the VARs to get the best price for the lab. VARs won't give us a price until we are ready to initiate a contract!

FAQs

- Will Local Admins have access to media?
 - ISO image will be made available
 - Volume License key available from CD
- How will Licenses be tracked?
 - Honor system. Local admins responsible for providing accurate numbers.
- Will maintenance licenses that are about to expire be covered under maintenance prices?
 - Yes.

FAQs

- Will maintenance licenses that have expired be covered?
 - Procurement working with Microsoft on this.
- Are university purchased systems covered under the EA?
 - No, but the university system would qualify for academic pricing which is cheaper than the EA.